

Message Text

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PAGE 01 TAIPEI 03407 100511Z

ACTION EA-09

INFO OCT-01 ISO-00 EB-07 /017 W

-----100741Z 013195 /23

R 100435Z JUN 77

FM AMEMBASSY TAIPEI

TO USDOC WASHDC

INFO SECSTATE WASHDC 3871

UNCLAS TAIPEI 3407

E.O. 11652: N/A

TAGS: BPRO, TW

SUBJECT: FOREIGN LICENSING OPPORTUNITY: GARBAGE TREATMENT

PLANT: TAIWAN CEMENT ENGINEERING CORPORATION

REF: CCP FY77

1. TAIWAN CEMENT ENGINEERING CORPORATION (TCEC), WHOLLY-OWNED SUBSIDIARY OF TAIWAN CEMENT CORPORATION, WAS ESTABLISHED IN 1973 AND IS CAPITALIZED US\$30 MILLION. IT IS PRIMARILY ENGAGED IN DESIGN, MANUFACTURE, SUPPLY AND INSTALLATION OF COMPLETE PLANTS OR INDIVIDUAL ITEMS OF MACHINERY FOR CEMENT AND RELATED INDUSTRIES. IT HAS ANNUAL SALES OF APPROXIMATELY US\$8 MILLION. THE FIRM NOW CONTEMPLATES DEVELOPING A NEW LINE OF BUSINESS AND SEEKS A LICENSING ARRANGEMENT WITH U.S. FIRMS FOR THE MANUFACTURE OF GARBAGE TREATMENT PLANTS IN TAIWAN.

2. TCEC REPORTEDLY MAINTAINS GOOD CONNECTIONS WITH LOCAL GOVERNMENT AGENCIES AND STATES IT MAY BE INVITED TO BID SEVERAL MULTI-MILLION DOLLAR GARBAGE TREATMENT PROJECTS WITH MAJOR CITY GOVERNMENTS IN TAIWAN. THE TAIPEI CITY GOVERNMENT PLANS TO BUILD TWO 150 TON/DAY GARBAGE TREATMENT PLANTS IN THE FALL OF 1978. SUCCESS IN OBTAINING CONTRACTS FOR THE INITIAL PROJECTS COULD LEAD TO SIGNING OF LONG-TERM CONTRACTS WITH OTHER CITY GOVERNMENTS TO ERECT SIMILAR GARBAGE TREATMENT PLANTS THROUGHOUT THE

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ISLAND. TCEC INFORMED US THAT SIX JAPANESE FIRMS HAVE EXPRESSED INTEREST IN THIS PROJECT AND HAVE CONTACTED THE TAIPEI CITY GOVERNMENT THROUGH THEIR LOCAL REPRESENTATIVES. HOWEVER, TCEC FEELS IT HAS AN EXCELLENT CHANCE TO OBTAIN THE TAIPEI CITY CONTRACT WITH U.S. LICENSING PACKAGE IN VIEW OF GROC'S CURRENT POLICY TO REDUCE THE ROC'S TRADE DEFICIT WITH JAPAN.

3. INTERESTED U.S. FIRMS SHOULD SEND INQUIRIES TO THE
EMBASSY'S COMMERCIAL SECTION FOR TRANSMITTAL TO THE LOCAL
FIRM FOR ITS REVIEW.

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Message Attributes

Automatic Decaptoning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Sent Date: 10-Jun-1977 12:00:00 am
Decapton Date: 01-Jan-1960 12:00:00 am
Decapton Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977TAIPEI03407
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D770207-0425
Format: TEL
From: TAIPEI
Handling Restrictions: n/a
Image Path:
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Legacy Key: link1977/newtext/t19770667/aaaacgwd.tel
Line Count: 67
Litigation Code IDs:
Litigation Codes:
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Office: ACTION EA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 09-Nov-2004 12:00:00 am
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 2188652
Secure: OPEN
Status: NATIVE
Subject: FOREIGN LICENSING OPPORTUNITY: GARBAGE TREATMENT PLANT: TAIWAN CEMENT ENGINEERING CORPORATION
TAGS: BPRO, TW
To: COM
Type: TE
vdkgwkey: odbc://SAS/SAS.dbo.SAS_Docs/276ae57e-c288-dd11-92da-001cc4696bcc
Review Markings:
Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
22 May 2009
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009